

## Message Text

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PAGE 01 ALGIER 00766 211705Z

61

ACTION COME-00

INFO OCT-01 NEA-09 ISO-00 EB-07 /017 W

----- 041685

R 211640Z MAR 75

FM AMEMBASSY ALGIERS

TO SECSTATE WASHDC 2155

UNCLAS ALGIERS 0766

E.O. 11652: N/A

TAGS: BEXP, AG

SUBJ: NEAR EAST MARKETS FOR U.S. WEST COAST LUMBER  
AND PLYWOOD

REFS: (A) STATE 039508 (B) ALGIERS 0634

1. IN MEETING WITH EMBO OFF, MR. BESTANDJI, SECRETARY GENERAL OF SONACOB, THE ALGERIAN NATIONAL WOOD IMPORTING MONOPOLY, SAID THAT ALGERIA'S WOOD AND LUMBER NEEDS ARE GROWING AT A RATE OF 15 TO 20 PERCENT ANNUALLY. HE IS VERY INTERESTED IN AND, IN FACT, RECENTLY RECEIVED BIDS FROM TWO U.S. FIRMS, THE FIRST HE HAS EVER RECEIVED FROM THE UNITED STATES. HIS MAIN CONCERN IN BUYING IS PRICE AND QUALITY. DELIVERY TIME IS NOT A PROBLEM.

2. SONACOB SENDS IT SPECIFICATIONS YEARLY TO A SELECTED LIST OF BIDDERS. (LATEST SPECIFICATIONS FROM SEPTEMBER 74 FOR WHICH BUYING IS STILL GOING ON BEING AIR POUCHES.) QUANTITIES ARE NOT MENTIONED, ONLY SIZE AND QUALITY. BIDDERS ARE TO MAKE OFFERS IN QUANTITIES THEY CAN DELIVER.

3. MR.. BESTANDJI SAID HE HAS NOT DONE MUCH BUYING YET THIS YEAR BECAUSE PRICES ARE DROPPING SO FAST HE IS HAVING TROUBLE SIGNING A CONTRACT. AS SOON AS HE GETS READY TO SIGN ONE, ANOTHER OFFER COMES IN AT A LOWER PRICE. HE SAID EMBOFF'S PRESENCE IN HIS OFFICE WAS ANOTHER CONFIRMATION OF HIS BELIEF THAT HE IS IN A BUYER'S MARKET.

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4. SONACOB IS WILLING TO DO BUSINESS WITH U.S FIRMS. IT IS NOT NECESSARY OR EVEN DESIRABLE, ACCORDING TO MR. BESTANDJI, FOR THEM TO COME TO ALGIERS. ALL THEY NEED DO IS SUBMIT THEIR OFFER, IN FRENCH AND WITH METRIC SPECIFICATIONS, AND THEY WILL BE CONSIDERED.PARKER

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